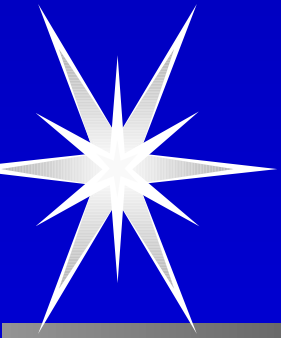


F-16 STAR PROCESS

Span Time of Acquisition Reduction

*Presentation to Acquisition Logistics
Reform Partnership Day Conference
Hill AFB, 7 June 1999*

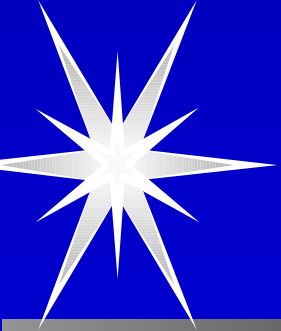
*Randy Talley
Lockheed Martin*



Background

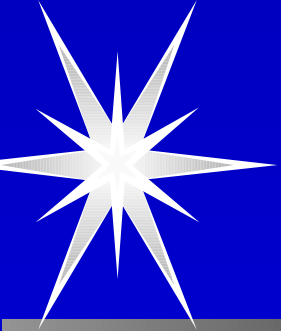
F-16 program is very complex due to the multiple configurations/type versions/customers

- ☆ **Coordination of requirements is very time consuming**
- ☆ **Proposal process is sequential and time consuming**
- ☆ **A lot of rework results**
- ☆ **1997 - 98 average time from request to authorization**
 - = 217 days**
 - **This is less than half of the cycle times from early 90's**
 - **Excludes spares and some other low-complexity proposals**



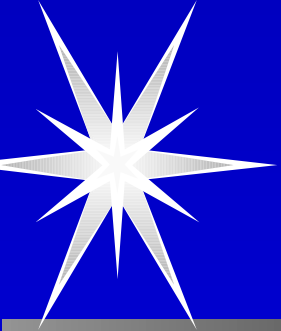
The Challenge

- ☆ In 1998 Col. Jeffrey Riemer, F-16 System Program Director, challenged his leadership team to accomplish the contracting cycle within 90 days.
- ☆ A team was formed in June, 1998 to address the challenge.
 - Its charter was to *“Develop a repeatable process which significantly reduces acquisition span time”*
 - Team success would be tied to the commitment and active participation of numerous stakeholders.
 - Organizations: SPO, LMTAS, DCMC, DCAA
 - Functions: Program Management, Proposal/Contracts Management, Estimating, Engineering, Support, Config. Mgmt., Finance, others...
 - Applicable to Sole Source proposals



Approach

- ☆ **Analyze the existing process**
- ☆ **Analyze and adapt DoD acquisition best practices (RDC, IPT Pricing, Alpha Contracting, TAP)**
- ☆ **Conduct an early pilot**
- ☆ **Identify & address issues/constraints**
- ☆ **Get buy in as we go**
- ☆ **Don't claim success until people are trained and the new process is implemented!**

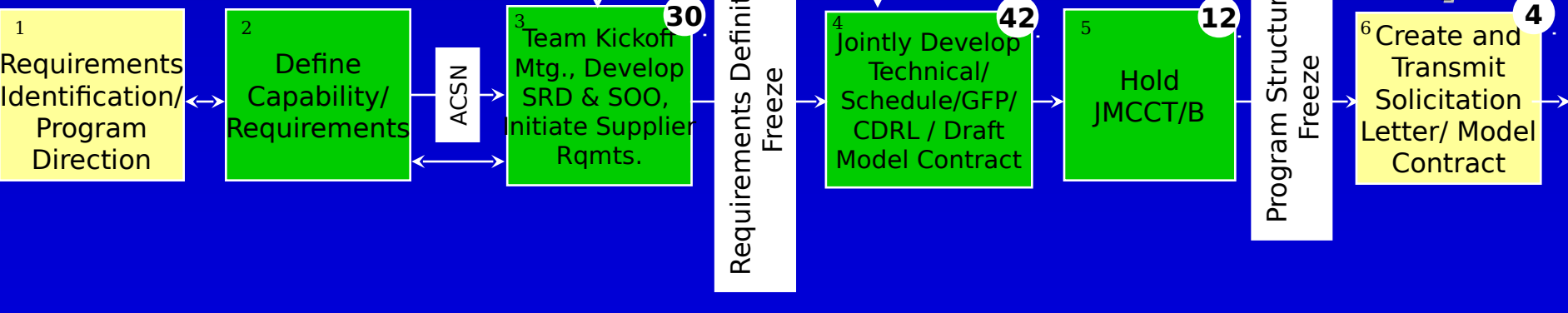


Major Process Shifts

- ☆ **Freezing of requirements and program structure**
- ☆ **Use of model contracts**
- ☆ **Joint teaming plan and tasking**
- ☆ **Joint development and review of technical/schedule documentation**
- ☆ **Joint review, agreement and documentation of cost data**
- ☆ **Value-added documentation submittal**
- ☆ **Proposal Review Board**

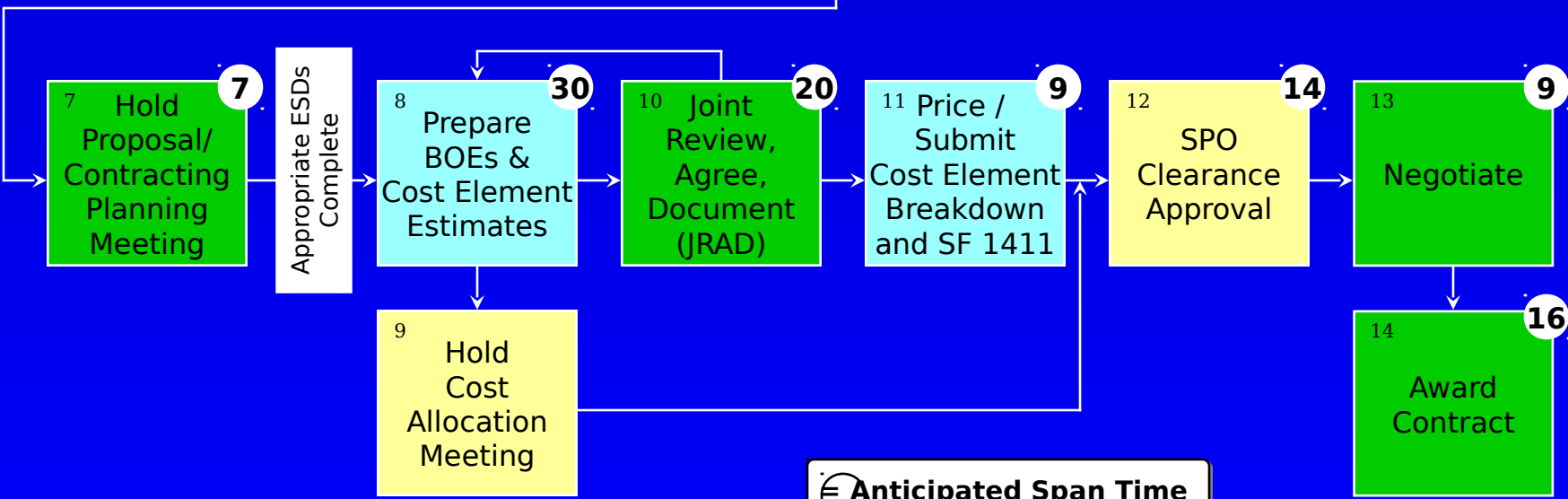
STAR Process

Tier
I



“CHALK LINE”

LMTAS Receive Solicitation Letter



⌚ Anticipated Span Time (Calendar Days)

Total Anticipated Span Time = 105 Calendar Days

Government LMTAS Joint

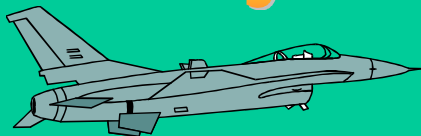


Implementation Tools

Span Time of Acquisition Reduction

STAR Process

Training Guide



24 February 1999



Transmittal Logs

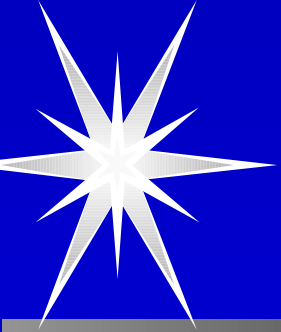
**Joint Planning Memos
Technical/Schedule Documents
Model Contract Terms/Conditions
Cost Estimates**

**Electronic
Systems**



Documentation Logs

**Areas Discussed
Agreements
Open Issues
Known Impacts to Other Areas
JRAD Participants**



Summary

- ☆ **Cycle time can be reduced while improving quality**
- ☆ **Get improvement ideas from other organizations and programs**
- ☆ **Requirements must be agreed to and frozen**
- ☆ **Joint development of proposals & contracts does work**
- ☆ **Documentation must be thorough and consistent**
- ☆ **Team members must be engaged throughout process**
- ☆ **Lead the process improvement through implementation**

STAR Process

 Government  LMTAS  Joint